

BEFORE THE  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

DISCOVER NSA

Docket No. MC2011-19

DISCOVER NSA

Docket No. R2011-3

**RESPONSE OF THE UNITED STATES POSTAL SERVICE TO CHAIRMAN'S  
INFORMATION REQUEST NO. 4**  
(April 1, 2013)

Chairman's Information Request (CHIR) No. 4 was issued on March 26, 2013.  
The request sought answers no later than April 1, 2013. Attached are the Postal  
Service's responses to Questions 1 through 2.

Respectfully submitted,

UNITED STATES POSTAL SERVICE  
By its attorneys:

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April 1, 2013

**RESPONSE OF THE UNITED STATES POSTAL SERVICE  
TO CHAIRMAN'S INFORMATION REQUEST NO. 4**

1. Please describe the nature and type of Discover Financial Services (DFS) Priority Mail pieces proposed to be included in the calculation of the revenue threshold adjustment under the Proposed Amendment. Please include in the description information concerning the dimensions, weight, zone, and contents of the DFS Priority Mail pieces.

**RESPONSE:**

See USPS Response to CHIR No. 3, Question 3 and the Comments of Discover Financial Services, both filed on March 26, 2013.

The Priority Mail pieces that the Postal Service proposes should be considered for purposes of determining whether the revenue adjustment threshold is triggered are credit card fulfillment kits containing functionally much of the same type of information that DFS has sent in credit card fulfillment kits in the past. The intended packaging is a very small box (4" by 10" by .5") made with more aesthetically upgraded materials than DFS' typical credit card fulfillment kit sent by First-Class Mail letters. Due to the upgraded aesthetics (including the box format and stock weight), the weight of the Priority Mail pieces will be heavier than the standard First-Class Mail pieces. This small box will include the new plastic credit card, information about the new card, and promotional materials etc. The zone distribution of the Priority Mail pieces will be similar to that of the credit card fulfillment kits that DFS has sent in the past, i.e. more or less uniform national distribution.

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2. Please describe the relationship between the "expedited service" described in the Proposed Amendment and the DFS Eligible First-Class Mail that it will displace.

**RESPONSE:**

See USPS Response to CHIR No. 3, Question 3 and the Comments of Discover Financial Services, both filed on March 26, 2013.

Every credit card fulfillment kit sent using Priority Mail that the Postal Service proposes should be considered for purposes of determining whether the revenue adjustment threshold is triggered would have gone First-Class Mail. It is a one-to-one relationship.